

## Message Text

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65

ORIGIN EUR-12

INFO OCT-01 ISO-00 EB-07 /020 R

DRAFTED BY EUR/SOV:JATREICHEL:BG

APPROVED BY EUR/SOV:MGARRISON

EB/FSE - DHART

EUR/WE - JDOBBINS

EUR/SOV - WEDGAR

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R 141434Z OCT 76

FM SECSTATE WASHDC

TO AMEMBASSY MOSCOW

AMEMBASSY PARIS

INFO AMEMBASSY BELGRADE

USMISSION USBERLIN

AMEMBASSY BERLIN

AMEMBASSY BUCHAREST

AMEMBASSY BUDAPEST

USMISSION NATO

AMEMBASSY OTTAWA

AMEMBASSY PRAGUE

AMEMBASSY SOFIA

AMEMBASSY WARSAW

C O N F I D E N T I A L STATE 254530

E.O. 11652: GDS

TAGS: ENRG, UR, FR

SUBJECT: SOVIET OIL SALES TO FRANCE

REF: MOSCOW 15679 (NOTAL)

1. FRENCH OIL INDUSTRY SOURCE HAS PROVIDED DEPT DATA  
ON SOVIET CRUDE OIL DELIVERIES TO FRANCE IN 1976 AND  
PROJECTED SALES FOR 1977. INFORMATION IS PROVIDED FOR  
ADDRESSEES' INFORMATION AND COMMENT ONLY. IT WAS GIVEN TO  
US IN CONFIDENCE, AND SHOULD BE TREATED ACCORDINGLY. 1976  
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FIGURES ARE BROKEN DOWN BY EACH FRENCH COMPANY.

1976

ELF ERAP:

1.5 MILLION TONS TOTAL OF WHICH:

1.2 MILLION SOLD FOB BLACK SEA AT ELEVEN DOLLARS AND SIXTY TWO CENTS;

0.3 MILLION SOLD CIF SOUTH FRANCE AT ELEVEN DOLLARS AND EIGHTY SEVEN CENTS; 120-DAY TERMS;

AS OF MAY 1 MILLION TONS OF THE ABOVE WAS NOT DELIVERED; SOVIETS PROPOSED TO SUBSTITUTE SOUTH IRAQI CRUDE BASRA QUALITY AT FOB PERSIAN GULF ELEVEN DOLLARS AND FORTY TWO CENTS WITH 90-DAY TERMS; THIS PROPOSAL WAS ACCEPTED BY ELF ERAP.

FRENCH BP: 2 MILLION TONS URAL CRUDE SOLD CIF SOUTH FRANCE AT TWELVE DOLLARS AND FIVE CENTS; 120-DAY TERMS.

CFP: 1 MILLION TONS SOLD CIF SOUTH FRANCE OR ITALY AT CFP OPTION AT ELEVEN DOLLARS AND NINETY CENTS; 120-DAY TERMS.

2. SOVIETS ARE REPORTED TO BE ALLOTING 6.5 MILLION TONS OF CRUDE FOR DELIVERY TO THESE THREE COMPANIES IN 1977, AN INCREASE OF 2 MILLION TONS OVER 1976.

3. COMMENT: WE WOULD APPRECIATE COMMENT FROM MOSCOW IN LIGHT OF APPARENT TIGHT OIL SITUATION IN USSR DESCRIBED REFTTEL. ON SURFACE INCREASED EXPORT COMMITMENT TO FRANCE OF 2 MILLION TONS DOES NOT JIBE WITH PICTURE PAINTED OF SCARCITY OF OIL FOR EXPORT. KISSINGER

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## Message Attributes

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